Module 10 - Motivation

1. The theory that a physical need creates tension that motivates us to satisfy this need is called:

a. drive-reduction theory.

b. instinct theory.

c. intrinsic motivation theory.

d. set point theory.

2. For a thirsty person, drinking water serves to reduce:

a. a drive.

b. an instinct.

c. extrinsic motivation.

d. homeostasis.

3. Which of the following theories explains motivation using arousal?

a. homeostasis

b. extrinsic motivation

c. drive-reduction theory

d. Yerkes-Dodson Law

4. Intrinsic motivation refers to:

a. a biological impulse from inside the body to satisfy a physiological need.

b. a desire to perform a behavior for its own sake.

c. an incentive to perform a behavior for a reward.

d. our tendency to perform actions that benefit us before acting to benefit others.

5. According to Maslow’s theory, which need takes priority over every other need?

a. self-actualization

b. esteem needs

c. safety needs

d. physiological needs

6. Which of the following theories would be most useful in explaining why a student stays in school even after flunking several classes the previous semester?

a. achievement motivation

b. drive-reduction

c. homeostasis

d. instinct

7. Which of the following influences hunger?

a. GABA

b. leptin

c. serotonin

d. adrenaline

8. The set point is:

a. the body temperature of a healthy organism, for example, 98.6 degrees Fahrenheit in humans.

b. the level of orexin in your body.

c. the specific body weight maintained automatically by most adults over long periods of time.

d. the ideal weight for your height.

9. Twenty-two-year-old Tawana is slightly overweight and loves to eat, particularly snack foods and rich desserts. Fearful of becoming overweight, she frequently takes a laxative after eating too much. Tawana most clearly suffers from:

a. an abnormally high set point.

b. anorexia nervosa.

c. bulimia.

d. extrinsic motivation.

10. Vanessa is diagnosed with an eating disorder, and her identical twin sister Anna is wondering if she is at an increased risk for ever developing an eating disorder. What would you tell Anna?

a. Anna should be concerned because her parents most likely encouraged harmful eating patterns for her and her sister.

b. Neither sister needs to be concerned about eating disorders, since people grow out of them.

c. She is at an increased risk, since eating disorders are genetically linked.

d. She isn’t at an increased risk, since eating disorders are caused by environmental factors, not genetic ones.